

## Message Text

UNCLASSIFIED

PAGE 01 THESSA 00097 190709Z

ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 DOE-15 SOE-02 AGRE-00 SP-02  
ICA-20 AID-05 NSC-05 SS-15 STR-07 OMB-01 CEA-01  
CIAE-00 COME-00 FRB-01 INR-10 NSAE-00 XMB-04  
OPIC-06 LAB-04 SIL-01 TRSY-06 /126 W  
-----073936 200106Z /61

R 190650Z APR 78

FM AMCONSUL THESSALONIKI

TO SECSTATE WASHDC 2907

INFO AMEMBASSY ATHENS

UNCLAS THESSALONIKI 0097

E.O. 11652: N/A

TAGS: ETRD, BEXP, GR

SUBJECT: INTERAGENCY TASK FORCE TO DEVELOP A  
NATIONAL EXPORT POLICY

REF: STATE 095673

1. THE FOLLOWING PROPOSAL DEVELOPED IN RESPONSE TO  
REFTEL DEALS WITH ONE OF THE PRINCIPAL PROBLEMS PRICE-  
COMPETITIVE AMERICAN PRODUCTS HAVE IN THE NORTHERN  
GREEK MARKET, THE HIGH COST AND DIFFICULTY OF  
SHIPMENT FROM THE US. FOR MANY PRODUCTS THIS IS  
NOT A PROBLEM BUT FOR MANY OTHERS SUCH AS FOOD PROCESSING  
MACHINERY, LOOMS, MACHINE SHOP TOOLS, ETC., SOLD TO  
MEDIUM-SIZED GREEK FIRMS IT IS. THE GREEK  
BUSINESSMAN WHO MIGHT BE INCLINED TO BUY AMERICAN  
PRODUCTS OF THIS TYPE WILL FINALLY DECIDE ON A  
EUROPEAN PRODUCT BECAUSE IT CAN BE DELIVERED  
CHEAPLY AND EASILY BY TRUCK OR RAIL. WE SUSPECT  
COMPARABLE SITUATIONS EXIST IN OTHER AREAS. IT IS  
ALSO OUR IMPRESSION THAT MANY POTENTIAL SMALL TO  
MEDIUM-SIZED AMERICAN EXPORTERS ARE RELUCTANT TO  
SEEK FOREIGN MARKETS BECAUSE OF THE REAL OR  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 THESSA 00097 190709Z

IMAGINED COMPLEXITIES AND COSTS OF ARRANGING SHIPMENT.

2. ONE METHOD OF REDUCING SHIPPING COSTS AND  
ENCOURAGING POTENTIAL AMERICAN EXPORTERS WOULD BE  
A PROVISION IN THE U.S. TAX CODE WHICH WOULD  
PERMIT AN AMERICAN EXPORTER TO RECEIVE A TAX CREDIT  
FOR THAT PORTION OF THE SHIPPING COSTS WHICH HE

WOULD ASSUME ON AN EXPORT SALE. THIS WOULD PERMIT AN AMERICAN MANUFACTURER/EXPORTER WITH A PRICE COMPETITIVE PRODUCT TO MEET FOREIGN COMPETITION WHOSE MAJOR ADVANTAGE IS LOWER SHIPPING COSTS BY OFFERING TO PAY A PORTION OF THE SHIPPING COST AND RECEIVING THIS AMOUNT AS A TAX CREDIT. THE PORTION OF THE SHIPPING COST TO BE ASSUMED COULD REMAIN VARIABLE SO AS TO BE ADJUSTED BY THE EXPORTER TO MEET THE CIRCUMSTANCES. FURTHER STUDY WOULD BE NEEDED TO DECIDE WHETHER THE ENTIRE AMOUNT OF THE ASSUMED SHIPPING CHARGES OR ONLY A PERCENTAGE OF IT COULD BE USED AS A TAX CREDIT.

3. WE ARE NOT EXPERT ENOUGH TO DETERMINE WHETHER THIS PROPOSAL WOULD BE CONTRARY TO GATT OR OTHER INTERNATIONAL TRADE AGREEMENTS. IT WOULD NOT AFFECT THE PRODUCT'S SELLING PRICE BUT WOULD PERMIT AMERICAN EXPORTERS TO COMPETE IN MARKETS WHERE SHIPPING COSTS ARE A FACTOR IN BUYING DECISIONS.

ZACHARY

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** EXPORTS, NATIONALS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978THESSA00097  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780168-0491  
**Format:** TEL  
**From:** THESSALONIKI  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780438/aaaabfuo.tel  
**Line Count:** 83  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** f83d01ab-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 STATE 95673  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2910451  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INTERAGENCY TASK FORCE TO DEVELOP A NATIONAL EXPORT POLICY  
**TAGS:** ETRD, BEXP, GR  
**To:** STATE  
**Type:** TE  
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/f83d01ab-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014